

# Conventional Financing

Thursday,  
**March 8, 2012**  
**1pm to 4pm at SMDRA**

Instructors  
**Kevin Kostoff**  
**David Pellegrino**



**\$15 SMDRA / \$20 All Others**  
**3 hrs CE Credit**

**Upon completion of this class, the real estate practitioner will have a greater comprehension of traditional home loan finance, terms used, impact of credit and necessary documents required of a borrower.**

#### Attendees will gain insight into:

- Fannie, Freddie Portfolio
  - Loan Product Options
- Buyer Disclosures
  - Current GFE & HUD
  - TIL & Improvement Act
- Application
  - Qualifications & full disclosure
  - Buyer's and lender's obligations
- Credit
  - Scores & improvement strategies
- Qualification
  - Fannie/Freddie Guidelines
  - Investor & Insurance Guidelines
- Income
  - Types of Employment
  - Qualifying Income
  - Debt to Income Ratios
- Assets
  - Documentation Requirements
  - Large Deposits & Gift Funds
  - Retirement Accounts
  - Seller Contributions
- Appraisal
  - Establishing Value/Justification of Sales Price
  - Acceptable Criteria

Refreshments provided by  
SMDRA Affiliate Member

**Deborah Atwell**  
**Jeff Little**  
**Trinity Title**

